

PRODUCERS' QUESTIONNAIRE
POLYVINYL ALCOHOL FROM CHINA, GERMANY, JAPAN, KOREA, AND SINGAPORE

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than September 20, 2002

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigations concerning polyvinyl alcohol ("PVA") from China, Germany, Japan, Korea, and Singapore (invs. Nos. 731-TA-1014-1018 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____

Has your firm produced polyvinyl alcohol (as defined in the instruction booklet) at any time since January 1, 1999?

☐

NO

(Sign the certification below and promptly return only this page of the questionnaire to the Commission)

☐

YES

(Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

The undersigned certifies that the information herein supplied in response to this questionnaire is complete and correct to the best of his/her knowledge and belief and understands that the information submitted is subject to audit and verification by the Commission.

Your signature on the certification below will also serve as consent for the Commission, and its employees and contract personnel, to use the information you provide in this questionnaire and throughout these investigations in any other import-injury investigations conducted by the Commission on the same or similar merchandise. If you do not consent to such use, please note the certification accordingly.

The undersigned acknowledges that information submitted in this questionnaire response and throughout these investigations may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of these investigations or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

() _____
Phone

() _____
Fax

PART I.--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW., Washington, DC 20436.

- I-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

- I-3. Do you support or oppose the petition? Please explain.

☐ Support ☐ Oppose ☐ Take no position

As indicated at the top of the page, your response to this question will be treated as business proprietary. However, if the Commission's final determination in these investigations is affirmative and an antidumping duty order is issued, the Commission, pursuant to section 754 of the Tariff Act of 1930, will provide a list of firms supporting the petition to the Customs Service for possible distribution of any antidumping duties that may be collected. If you wish to waive business proprietary treatment of your response to this question in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate "yes" below.

☐ Yes ☐ No (that is, I do not wish my position on the petition to be made public)

- I-4. Is your firm owned, in whole or in part, by any other firm?

☐ No ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

PART I.--GENERAL QUESTIONS--Continued

- I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing PVA from China, Germany, Japan, Korea, or Singapore into the United States or which are engaged in exporting PVA from China, Germany, Japan, Korea, or Singapore to the United States?

☐ No ☐ Yes--List the following information.

Firm nameAddress

Affiliation

- I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of PVA?

☐ No ☐ Yes--List the following information.

Firm nameAddress

Affiliation

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Christopher J. Cassise (202-708-5408). **Supply all data requested on a calendar-year basis.**

- II-1. Who should be contacted regarding the requested trade and related information?

Company contact: _____
Name and title

Phone No.

E-mail address

- II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of PVA since January 1, 1999?

☐ No ☐ Yes--Supply details as to the time, nature, and significance of such changes.

PART II.--TRADE AND RELATED INFORMATION--Continued

- II.-3. Describe the significance of the antidumping duty orders on imports of polyvinyl alcohol from China, Japan, and Taiwan into the United States that were revoked in mid-2001. You may wish to compare your firm's operations while the antidumping duty orders were in place with your operations after their revocation. Use additional pages as necessary.
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-

- II-4. Does your firm produce other products on the same equipment and machinery used in the production of PVA?

☐ No ☐ Yes--List the following information.

Product

Basis for allocation of capacity data

- II-5. Please describe the constraint(s) that set the limit(s) on your production capabilities.

- II-6. Does your firm produce other products using the same production and related workers employed to produce PVA?

☐ No ☐ Yes--List the following information.

Product

Basis for allocation of employment data

- II-7. Since January 1, 1999, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of PVA?

☐ No ☐ Yes--Name firm: _____

- II-8. Does your firm produce PVA in a foreign trade zone (FTZ)?

☐ No ☐ Yes--Identify FTZ(s): _____

- II-9. Does your firm internally transfer any portion of its production of PVA for use in the production of a downstream product?

☐ No--Skip questions II-10 to II-17 ☐ Yes--Complete questions II-10 to II-17

- II-10. Approximately what portion (*in percent*) of the volume of your firm's production of PVA in 2001 was transferred internally for your production of downstream product(s)?

PART II.--TRADE AND RELATED INFORMATION--Continued

- II-11. Please identify the downstream products that your firm produces from your firm's internal transfers of PVA.

- II-12. Was all of the PVA that your company transferred for internal processing processed into a downstream product?

☐ Yes

☐ No—Please report whether the PVA was sold instead in the merchant market (as PVA), was unusable, and/or was used for some purpose other than for processing into a downstream product by your firm. If some of the PVA intended for internal processing was instead sold in the merchant market (as PVA), please report the quantity (*in 1,000 pounds*) that you sold in the merchant market in 2001.

- II-13. What share of the raw material cost of producing your downstream product(s) in 2001 is accounted for by PVA that you produced?

Downstream product	Share of raw material cost in 2001 accounted for by your PVA (<i>in percent</i>)

PART II.--TRADE AND RELATED INFORMATION--Continued

- II-14. In 2001, was the PVA that you sold in the merchant market generally used in the production of downstream products by your customers?

☐ No ☐ Don't know

☐ Yes--Please identify your two major customers, the major downstream product(s) involved, and the approximate portion (*in percent*) of the volume of your merchant market sales of PVA in 2001 that was used in the production of downstream products by **all** your customers.

- II-15. In 2001, was any portion of your merchant market sales of PVA used by your customers to produce the same downstream product(s) that your firm produces from PVA that you produced ?

☐ No ☐ Don't know

☐ Yes--Please indicate the approximate portion (*in percent*) of the volume of your merchant market sales of PVA in 2001 that was used in the production of the same downstream products that your firm produces from your PVA.

- II-16. Does the PVA that your firm produces and captively consumes differ from the PVA sold by your firm in the merchant market?

☐ We don't sell PVA in the merchant market. ☐ No

☐ Yes--Please explain any differences in terms of physical characteristics or end uses; interchangeability; channels of distribution; customer/producer perceptions; manufacturing processes, facilities, or workers; or price between PVA your firm produces and captively consumes and PVA sold by your firm in the merchant market.

Please identify any differences in the costs or values of the PVA sold by your firm in the merchant market and the downstream product produced from the PVA that your firm produces and captively consumes.

How significant and extensive is the production process used to transform the PVA that your firm produces into the downstream product made from the PVA that your firm produces and captively consumes? Please be specific.

PART II.--TRADE AND RELATED INFORMATION--Continued

II-17. Did your firm transfer PVA to related firms in 2001?

☐ No--Skip remainder of question II-17.

☐ Yes--Please list each related company to which you transferred PVA during 2001 and answer all parts of question II-17.

For each related company listed above, please provide the following information. **If you reported more than one related firm, please copy all of this question and provide a separate set of answers for each related firm.**

- (a) What ownership interest does your company have in the related company (e.g., wholly-owned subsidiary, 50 percent share of 50/50 joint venture, etc.)

- (b) Please list any other companies with an ownership interest in the related company and their respective ownership shares in the related company.

- (c) Does your firm maintain legal title to the PVA that you transfer to the related company)?

☐ Yes

☐ No

- (d) Is the related company a toll operation?

☐ Yes

☐ No

- (e) If the related company is not a toll operation, please explain how the price at which your company sells PVA to the related company is established:

Based on market prices for PVA?

☐ Yes

☐ No

Based on non-market formula?

☐ Yes

☐ No

If price is based on a non-market formula, please explain the formula for valuing the PVA, including what factors such as costs, profit, etc., are used to arrive at the value for the PVA transferred to the related company.

PART II.--TRADE AND RELATED INFORMATION--Continued

II-17.--Continued

- (f) Are transfers to the related party valued differently from other internal transfers?

☐ No ☐ Yes--Please explain the basis for the difference in valuation.

- (g) In 2001, did the related company source PVA from any companies other than your firm?

☐ Don't know ☐ No ☐ Yes--Please list the other sources from which the related company obtained PVA and what percentage came from each source. Please also indicate whether or not PVA from each other source was provided under a toll agreement.

- (h) What entity holds the marketing/distribution rights (i.e., sells) the products produced by the related company? Your company (including any joint venture partners) or the related company?

- II-18. Since January 1, 1999, has your firm imported PVA?

☐ No ☐ Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

PART II.--TRADE AND RELATED INFORMATION--Continued

II-19. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of PVA in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

(Quantity in 1,000 pounds, value in \$1,000)					
Item	Calendar years			January-June	
	1999	2000	2001	2001	2002
AVERAGE PRODUCTION CAPACITY (1,000 pounds)					
BEGINNING-OF-PERIOD INVENTORIES (1,000 pounds)					
PRODUCTION (1,000 pounds)					
U.S. SHIPMENTS:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption:					
Quantity of internal consumption					
Value ¹ of internal consumption					
Transfers to related firms:					
Quantity of transfers to related firms					
Value ¹ of transfers to related firms					
EXPORT SHIPMENTS: ²					
Quantity of export shipments					
Value of export shipments					
END-OF-PERIOD INVENTORIES ³ (1,000 pounds)					
U.S. SHIPMENTS TO DISTRIBUTORS (1,000 pounds)					
U.S. SHIPMENTS TO END USERS (1,000 pounds)					
AVERAGE NUMBER OF PRWs					
HOURS WORKED BY PRWs (1,000 hours)					
WAGES PAID TO PRWs (\$1,000)					
¹ Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1999, 2000, and 2001 below:					
² Identify your principal export markets: _____					
³ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

PART II.--TRADE AND RELATED INFORMATION--Continued

- II-20. If you reported transfers to related firms in question II-17, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced by market or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

- II-21. Please list the enduse application(s) for the PVA produced by your firm in 2001. (If more than one application is listed, please estimate the volume (in 1,000 pounds), and the share of total production for each end use.)

Enduse application	Volume (in 1,000 pounds)	Share (in percent) of 2001 production
Emulsion polymerization		
Paper		
Adhesives		
Textile		
PVB		
Other _____		
Other _____		
Unknown		

- II-22. At any time since January 1, 1999, has your firm produced polyvinyl alcohol other than PVA as defined in the instruction booklet (i.e., has your firm produced polyvinyl alcohol hydrolyzed at 80 percent or less, or in fiber form)?

☐ No

☐ Yes--Indicate the type(s) and amounts (in 1,000 pounds) of such polyvinyl alcohol your firm produced in 2001.

PART II.--TRADE AND RELATED INFORMATION--Continued

II-23. Other than direct imports, has your firm otherwise purchased PVA since January 1, 1999? (See definitions in the instruction booklet.)

☐ No

☐ Yes--Report such purchases below for the specified periods.¹

(Quantity in 1,000 pounds, value in \$1,000)					
Item	Calendar years			January-June	
	1999	2000	2001	2001	2002
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--					
CHINA:					
Quantity					
Value					
GERMANY:					
Quantity					
Value					
JAPAN:					
Quantity					
Value					
KOREA:					
Quantity					
Value					
SINGAPORE:					
Quantity					
Value					
ALL OTHER COUNTRIES:					
Quantity					
Value					
PURCHASES FROM DOMESTIC PRODUCERS:²					
Quantity					
Value					
PURCHASES FROM OTHER SOURCES:²					
Quantity					
Value					
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate.					
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier.					

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to James Stewart (202-205-3196).

III-1. Who should be contacted regarding the requested financial information?

Company contact: _____
Name and title

Phone No. Fax No. E-mail address

III-2. When does your fiscal year end (month and day)? _____

If your fiscal year changed during the periods for which data are being reported, explain below:

III-3. Accounting basis.--The financial records of your firm are prepared on the basis of:

☐ GAMP ☐ Tax ☐ Cash ☐ Other (specify) _____

III-4. Reports and statements.--Did your firm or your parent prepare any of the statements or documents listed below during the period of the investigation? If so, please submit copies of them along with your completed questionnaire unless they are available on the World Wide Web (including the Securities and Exchange Commission's EDGAR site).

My firm or parent does ____ or does not ____ prepare financial statements (annual reports, 10-K's). Are the above documents available on the World Wide Web?

	YES	NO
At the SEC's EDGAR site?		
At some other site? (WWW address _____)		

My firm or parent does ____ or does not ____ prepare internal profit-and-loss reports on PVA operations which indicate the cost of production of PVA.

My firm or parent does ____ or does not ____ prepare internal reports indicating the cost of production of PVA.

III-5. Other products.--Please list any other products you produced in the facilities in which you produced PVA, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

Product(s)	Share of sales
_____	_____
_____	_____
_____	_____

PART III.--FINANCIAL INFORMATION--Continued

- III-6. Operations on PVA.--Report the revenue and related cost information requested below on the PVA operations of your U.S. establishment(s).¹ Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

(Quantity in 1,000 pounds, value in \$1,000)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2001	2002
Net sales quantities:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
Net sales values:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (including internal consumption and transfers to related firms):					
Raw materials					
Direct labor					
Other factory costs					
Total cost of goods sold					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income or (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.					

PART III.--FINANCIAL INFORMATION--Continued

III-7. Operations on PVA Commercial Sales Only.--Report the revenue and related cost information requested below on the PVA operations of your U.S. establishment(s).¹ Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

(Quantity in 1,000 pounds, value in \$1,000)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2001	2002
Net sales quantities:²					
Commercial sales					
Net sales values:²					
Commercial sales					
Cost of goods sold:					
Raw materials					
Direct labor					
Other factory costs					
Total cost of goods sold					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income or (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.					

PART III.--FINANCIAL INFORMATION--Continued

- III-8. Capital expenditures, research and development expenditures, and asset values.--Report your firm's capital expenditures and research and development expenditures on PVA, and the values of the property, plant, and equipment used in the production of PVA. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

(Value in \$1,000)					
Item	Fiscal years ended--			January-June	
	_____	_____	_____	2001	2002
Capital expenditures					
Research and development expenditures					
Property, plant, and equipment:					
Original cost					
Book value					

- III-9. Since January 1, 1999, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of PVA from China, Germany, Japan, Korea, and/or Singapore?

☐ No

☐ Yes--My firm has experienced actual negative effects as follows:

Cancellation or rejection of expansion projects ☐

Denial or rejection of investment proposal ☐

Reduction in the size of capital investments ☐

Rejection of bank loans ☐

Lowering of credit rating ☐

Problem related to the issue of stocks or bonds ☐

Other (specify) _____

- III-10. Does your firm anticipate any negative impact of imports of PVA from China, Germany, Japan, Korea, and/or Singapore?

☐ No

☐ Yes--My firm anticipates negative effects as follows:

PART IV.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Amelia Preece (202-205-3250).

IV-1. Who should be contacted regarding the requested pricing and related information?

Company contact: _____
Name and title

Phone No. E-mail address

Section IV-A.--PRICE DATA

This section requests net sales value (f.o.b. your U.S. shipping location(s)) and quantity data concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following U.S.-produced PVA products during January 1999-June 2002.

Product 1.--PVA for use in textile applications with a range of hydrolysis between 95-100 (percent) and a viscosity between 20-35 (centipois)

Product 2.--PVA for use in adhesive applications with a range of hydrolysis between 80-89 (percent) and a viscosity between 20-35 (centipois)

Product 3.--PVA for use in paper applications with a range of hydrolysis between 95-100 (percent) and a viscosity between 20-35 (centipois)

Product 4.--PVA for use in adhesives applications with a range of hydrolysis between 80-89 (percent) and a viscosity between 0-19 (centipois)

Please report separately for each product for the periods requested and copy, as needed, the table on the following page to report for each product.

PART IV.--PRICING AND RELATED INFORMATION--Continued**Section IV-A.--PRICE DATA--Continued**

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products produced and sold by your firm.¹

Product 1 ☐ Product 2 ☐ Product 3 ☐ Product 4 ☐

(Quantity in pounds, value in dollars)		
Period of shipment	Quantity	Net Value ²
1999:		
January-March		
April-June		
July-September		
October-December		
2000:		
January-March		
April-June		
July-September		
October-December		
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/> <hr/>		
² F.o.b. your U.S.-producing establishment(s) (gross sales value less all discounts, rebates, allowances, prepaid freight, and the value of returned goods).		

PART IV.--PRICING AND RELATED INFORMATION--Continued**Section IV-B.--PRICE-RELATED QUESTIONS**

- IV-B-1. Please describe how your firm determines the prices that it charges for sales of PVA (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.
-
-
- IV-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).
-
-
- IV-B-3. What are your firm's typical sales terms for its U.S.-produced PVA (e.g., 2/10 net 30 days)? _____
On what basis are your prices of domestic PVA usually quoted (e.g., f.o.b. warehouse, or delivered)? _____

- IV-B-4. Approximately what percentage of your firm's sales of its U.S.-produced PVA is on a contract (___ percent) vs. spot sales (___ percent) basis? If you sell on a contract basis, please answer the following questions with respect to provisions of a typical contract.
- (a) What is the average duration of a contract? _____
- (b) How frequently are contracts renegotiated? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____
- (e) What are the standard quantity requirements, if any? _____
- (f) What is the price premium for sub-minimum shipments? ___ percent
- IV-B-5. What is the average lead time between a customer's order and the date of delivery for your firm's sales of PVA? _____
- IV-B-6. What is the approximate percentage of the total delivered cost of PVA that is accounted for by U.S.-inland transportation costs? ___ percent. Who generally arranges the transportation to your customers' locations? Your firm ___ or purchaser ___ (check one). What proportion of your sales occur within 100 miles of your storage or production facility? ___ percent. 101 to 1,000 miles? ___ percent. Over 1,000 miles? ___ percent.

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-7. What is the geographic market area in the United States served by your firm's PVA?

IV-B-8. What other products may be substitutes for PVA?

IV-B-9. Describe the end uses of the PVA that you manufacture. For each end use product, what percentage of the total cost is accounted for by PVA?

IV-B-10. How has the demand within the United States (and outside the United States if known) for PVA changed since January 1, 1999? What were the principal factors affecting changes in demand?

IV-B-11. Have there been any significant changes in the product range or marketing of PVA in the past five years?

☐ No ☐ Yes--Please describe.

IV-B-12. Does your firm sell PVA over the internet?

☐ No ☐ Yes--Please describe, noting the estimated percentage of your firm's total sales of PVA in 2001 accounted for by internet sales.

PART IV.--PRICING AND RELATED INFORMATION--Continued**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-B-13. Is PVA produced in the United States and in other countries used interchangeably (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "O" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	China	Germany	Japan	Korea	Singapore	Other countries
United States							
China							
Germany							
Japan							
Korea							
Singapore							

¹ For any country-pair producing PVA which is *sometimes* or *never* used interchangeably, please explain the factors that limit or preclude interchangeable use:

PART IV.--PRICING AND RELATED INFORMATION--Continued**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-B-14. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between PVA produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	China	Germany	Japan	Korea	Singapore	Other countries
United States							
China							
Germany							
Japan							
Korea							
Singapore							

¹ For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of PVA, identify the country-pair and report the advantages or disadvantages imparted by such factors:

PART IV.--PRICING AND RELATED INFORMATION--Continued**Section IV-C.--CUSTOMER IDENTIFICATION**

Please identify below the names and addresses of your firm's 10 largest customers for PVA during 1999-2001. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of PVA that each of these customers accounted for in 2001.

No.	Customer's name	Street address (not P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2001 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

PART IV.--PRICING AND RELATED INFORMATION--Continued**Section IV-D.--COMPETITION FROM IMPORTS--LOST REVENUES**

Instructions for preliminary investigations: **THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS.** (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

Since January 1, 1999: To avoid losing sales to competitors selling PVA from China, Germany, Japan, Korea, or Singapore did your firm:

Reduce prices ☐ Yes ☐ No

Roll back announced price increases ☐ Yes ☐ No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost revenues whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

Customer name, contact person, phone and fax numbers

Specific product(s) involved

Date of your initial price quotation

Quantity involved

Your initial **rejected** price quotation (total delivered value)

Your **accepted** price quotation (total delivered value)

The country of origin of the competing imported product

The competing price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (pounds)	Initial rejected U.S. price (total value-- dollars)	Accepted U.S. price (total value-- dollars)	Country of origin	Competing import price (total value-- dollars)

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-E.--COMPETITION FROM IMPORTS--LOST SALES

Instructions for preliminary investigation: **THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS.** (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

Since January 1, 1999: Did your firm lose sales of PVA to imports of these products from China, Germany, Japan, Korea, or Singapore?

☐ Yes

☐ No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

Customer name, contact person, phone and fax numbers

Specific product(s) involved

Date of your price quotation

Quantity involved

Your rejected price quotation (total delivered value)

The country of origin of the competing imported product

The accepted price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (pounds)	Rejected U.S. price (total value-- dollars)	Country of origin	Accepted import price (total value-- dollars)